

RJ REYNOLDS

TOBACCO COMPANY

(S)

L. E. MACWILLIAMS
REGION OPERATIONS MGR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-9232
FAX (716) 634-3145

May 11, 1998

 **E-Mail**

DISTRIBUTION:

KEY ACCOUNT MANAGERS

ACCOUNT MANAGERS

DIVISION MANAGERS

RETAIL MANAGERS

MAY 22ND RESPONSE DATE

Responses

AZ 1645

SMc 1623

RS 1622

1642 (DK/SS)
 (9Mc/BC)

RT
RN 1626

JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY / PROMOTION #801212

Our Region has received a special allocation of **Winston T-Shirts**. The T-Shirt is a 'Henley 4-Button Short-Sleeve T-Shirt', and comes packed 10 @ SKU; Item #545153.

Allocations are:

65 SKUs for each KAM

(Account Managers should check with appropriate KAM for needed allocations).

65 SKUs for each Division Manager

(Retail Managers should check with appropriate DM for needed allocations).

These T-Shirts are to be distributed to identified Independent Pack Partner Retailers, CTS Outlets, and Wholesaler Sales Forces **to be worn in-stores** in order to gain incremental presence on **Winston**.

Use the attached '**ORDER FORM**' to identify Retailers and Direct Accounts you would like included for shipment of these special T-Shirts. Please ensure that anyone included on your list understands the importance of wearing this T-Shirt during **business hours in stores**. Lists must have all information filled in, in order to be included for this Promotion.

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Winston Retailer T-Shirts

First order date for these T-Shirts is **June 1, 1998**. Once completed lists are received at the ROU, orders will be placed for arrival to your identified accounts for June 1st.

If you have any questions, please let me know.

Sincerely,

Lori

L. E. MacWilliams
Regional Operations Manager

LEM/jc

cc: B. Roth
S. Callaghan
J. Campbell

Responses need to be forwarded to Judy by May 22nd in order to verify availability of allocations and June 1st arrival date.

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|---|------------------|------------------------------|--|-------------------------|
| <u>JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY</u> | | | | |
| PROMOTION #801212 | | | | |
| FIRST ORDER DATE: 6/1/98 | | | | |
| | | | | |
| (NAME/ RJR MANAGER) | | | | |
| | | | | |
| IDENTIFY INDEPENDENT PACK PARTNER RETAILERS / CTS OUTLETS / and / or WHOLESALERS (Sales Forces) TO RECEIVE T-SHIRTS; ITEM #545153 (10@SKU); HENLEY 4-BUTTON SHORT SLEEVE T-SHIRT INDICATE WHETHER T-SHIRTS SHOULD BE SHIPPED DIRECTLY TO ACCOUNT(S) OR TO RJR MGR. | | | | |
| | | | SHIP T-SHIRTS TO ATTENTION OF: | |
| ACCOUNT NAME | RJR SIS # | #/ SKUS (@10/SKU) | (X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF') | (X) RJR MGR. |
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